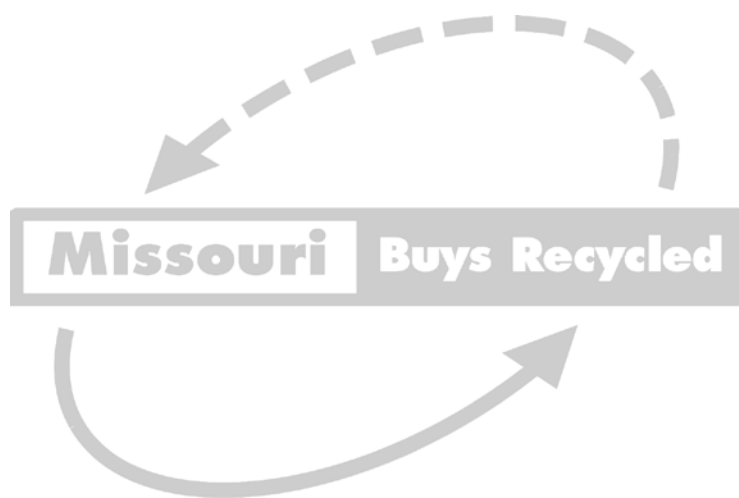


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# Missouri Market Development Program

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Report to the Governor and General Assembly  
for Fiscal Year 2010





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# Missouri Market Development Program

## Building Missouri Business

### Introduction

#### Administration

In 1990, the Missouri General Assembly directed the Environmental Improvement and Energy Resources Authority (EI ERA) to establish the Missouri Market Development Program to promote the development and maintenance of markets for recovered materials. The EI ERA is a quasi-governmental agency, with a Governor appointed bi-partisan Board, which serves as the financing arm of the Department of Natural Resources. The EI ERA's primary mandate is to provide financial assistance for energy, water and wastewater projects in Missouri communities. The Missouri Market Development Program is housed in the EI ERA in order to bridge economic development and environmental interests. The EI ERA also oversees the Missouri Market Development Program including budgets, financial assistance awards, contracts and policies.

#### Funding

In Fiscal Year 2010, the Missouri Market Development Program was allocated \$800,000 from Missouri's Solid Waste Management Fund.

#### Purpose

The Missouri Market Development Program promotes the development and maintenance of markets for recovered materials and recycled content products throughout Missouri by providing financial incentives, technical assistance and informational services to businesses, governments and other organizations.

Recycling market development helps to ensure that recycling will expand its role in a sustainable Missouri economy, create jobs, conserve resources, contribute to a quality environment, and reduce reliance on Missouri's landfills for disposal of solid waste.

#### **Recycling market development is working**

- The Missouri Market Development Program's \$479,000 Fiscal Year 2010 investment in 10 Missouri recycling businesses helped to **leverage more than \$4,356,613 million** in total investment, create **29 full time Missouri jobs** and **divert more than 42,000 tons** annually from Missouri landfills. The avoided disposal costs for the materials used in these projects combines to nearly **\$1.5 million** each year.



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# Missouri Market Development Program

## Developing markets through cooperation

### Partners

The cooperation and assistance of several agencies and organizations have been instrumental in the success of the Missouri Market Development Program.

#### Department of Natural Resources

The Missouri Market Development Program works closely with the Department of Natural Resources in its administration of the Solid Waste Management Fund and the Solid Waste Management Program's waste reduction and recycling efforts. The Missouri Market Development Program coordinates priorities and evaluation of activities with the Solid Waste Management Program.

#### Department of Economic Development

During the fiscal year, the Missouri Market Development Program continued its working relationship with the Department of Economic Development (DED) in support of program objectives. The Missouri Market Development Program and DED coordinate direct assistance to businesses to improve sales and purchases of Missouri products made from recyclable materials.

#### Office of Administration

The Missouri Market Development Program, in cooperation with the Office of Administration, promotes recycling in state agencies. The Missouri Market Development Program works with the Office of Administration on the Missouri Interagency Recycling Council and in development of the annual State of Missouri Recycling and Waste Reduction Report.

#### Solid Waste Advisory Board

The Missouri Market Development Program provides updates on its activities to the Solid Waste Advisory Board (SWAB). The Solid Waste Advisory Board is made up of the chairperson of each of the 20 Solid Waste Management Districts (SWMD), three citizen representatives and two representatives of solid waste management industry.

#### Missouri Market Development Program Steering Committee

Staff from the Missouri Market Development Program, EIERA, DED, and DNR's Solid Waste Management Program comprise the interdepartmental Market Development Program Steering Committee. The Steering Committee evaluates financial assistance applications and technical assistance proposals submitted to the Missouri Market Development Program.



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# Missouri Market Development Program

## Developing markets through cooperation

### Partners

#### University of Missouri Outreach and Extension

In Fiscal Year 2010, support for the Missouri Market Development Program was made available through an agreement with the University of Missouri Outreach and Extension. With offices located throughout the state, University Outreach and Extension staff provide assistance to applicants for financial assistance, conduct site visits before and after installation of equipment and provide information to businesses and governments regarding recycling markets.

#### Missouri Enterprise Business Assistance Center

Through an agreement with Missouri Enterprise, engineers provided technical assistance to small and medium sized companies in the state. Each project was tailored to meet specific company needs. Results include reduction in production and waste disposal costs, creation of jobs, and expanded use of recyclable materials in manufacturing.

#### Mid-America Council of Recycling Officials

The Missouri Market Development Program represents Missouri on the 14 state Mid-America Council of Recycling Officials (MACRO). As a member of MACRO, the Missouri Market Development Program encourages multi-state recycling, market development, reuse and source reduction efforts.

#### Missouri Recycling Association

Missouri Market Development Program staff are actively involved in the activities of the Missouri Recycling Association.

#### Missouri Waste Control Coalition

The Missouri Market Development Program supports the efforts of the Missouri Waste Control Coalition.

#### National Recycling Coalition

The Missouri Market Development Program continued its involvement in the National Recycling Coalition. The National Recycling Coalition's Annual Congress is the largest national gathering of recyclers.



# Missouri Market Development Program

## Business Assistance

### FY 2010 Projects

#### Hartville - Enginuity, LLC

*Enginuity, LLC* (Hartville) was awarded \$50,000 to purchase equipment costing \$100,000 to manufacture a product that attaches to homeowners' downspouts and enables the diversion of rainwater from a gutter system into a rain barrel. The product is intended to meet a growing customer interest in conserving rainwater in an inexpensive and easy manner. The RainReserve Diverter will be made using recovered polycarbonate (CDs, DVDs, automotive lenses, etc.). The company will pair the product with reclaimed 55 gallon plastic barrels and the product will also be packaged in recycled content material. Enginuity was established in 1971 and is comprised of a team of multi-disciplined engineers to provide start-to-finish product design solutions. The company strives to make sure that only USA companies are vendors and currently purchases materials and components from nine different companies in Missouri. Enginuity anticipates diverting 2,500 tons from the waste stream annually and creating nine full time employee positions with this project.

#### Cassville – All Points Recycling, LLC

*All Points Recycling, LLC* (Cassville) was awarded \$45,500 to purchase a larger machine to densify expanded polystyrene (EPS). All Points currently has three industrial accounts from which they are receiving EPS and in order to sell that EPS to a recycling mill, it has to be densified to get 30,000 pounds on a truck. The company is currently able to densify approximately 2,000 pounds of EPS per week but has new accounts bringing in 9,000 pounds weekly. The company's current machine cannot process materials quick enough nor the larger sizes of EPS provided by the new accounts. There is no other company within a 100 mile radius of All Points that is densifying EPS, meaning this material is going into landfills. All Points Recycling is a woman-owned recycling brokerage that opened in 2006 and expanded to include a processing facility in 2008. The company serves as a community drop off site for many towns and also picks up materials from several area industries. All Points Recycling anticipates diverting an additional 224 tons from the waste stream annually and creating two new full time employee positions with this project.

#### Kansas City – Missouri Organics Recycling

*Missouri Organic Recycling, Inc.* (Kansas City) was awarded \$33,500 to purchase a bagging system costing \$67,000 to expand their compost product line to sell bagged products at up to fifty retail outlets in the Kansas City Metro Area. Missouri Organics is Kansas City's largest organic recycling facility and employs 22 people. Missouri Organics Recycling currently services approximately 25 grocery stores in the area, collecting food waste for recovery. These same stores are interested in selling bagged compost both as a "new" product, but also as a means to educate the public and promote their food waste recycling efforts. Selling compost manufactured from waste collected at the grocery stores will create a closed-loop recycling activity. Presently, Missouri Organics Recycling does not have the equipment necessary to offer a bagged product so this venture will create a new market for this end product. The company anticipates diverting an additional 4,500 tons from the waste stream annually with this project.



# Missouri Market Development Program

## Business Assistance

### FY 2010 Projects (continued)

#### Joplin – GT Management, LLC

*GT Management LLC* (Joplin) was awarded \$50,000 to purchase a screener costing \$100,000 to screen crushed concrete debris into a material that has the quality to be used in new redi-mix concrete or asphalt. GT Management currently recycles concrete debris into a road base material and this project would enable an expansion of the business using existing equipment. There are no other companies providing this service in Southwest Missouri and GT Management estimates the area consumes over 500,000 net tons of the 1 ¼" aggregate this project will produce and allow the company to sell at a lower price than other available material. GT Management anticipates diverting 6,000 tons from the waste stream annually and creating two new full time employee positions with this project.

#### O'Fallon – Rustique Enterprise, Inc.

*Stanfill Family LP, DBA Rustique Enterprises, Inc.* (O'Fallon) was awarded \$50,000 to purchase equipment costing \$100,000 to manufacture an insulated vertical siding panel. The panel will have a 10+ R-value for use in the rehab of older under-insulated buildings, is easy to install, and can enhance the physical appearance of the structure. While the product is able to be installed on most types of buildings, the company will focus marketing on older metal buildings that need to be more energy efficient. Rustique believes there are an estimated 10,000 metal commercial buildings within a 100 mile radius of St. Louis that are potential customers. Rustique uses rigid PVC regrind to manufacture vinyl skirting for the mobile home sector among other products. The company is family owned and employs thirty people full time. Rustique Enterprises anticipates diverting 300 tons from the waste stream annually and creating four new full time employee positions with this project.

#### Columbia – Braik Brothers Tree Care & Green Waste Recycling, LLC

*Braik Brothers Tree Care & Green Waste Recycling, LLC* (Columbia) was awarded \$50,000 to purchase a tub grinder costing \$400,000 to increase the company's recovery of green waste for conversion to mulch, compost, or animal bedding. Braik Brothers began operation as a residential tree care company in 2008 employing eleven people. In early 2009, the company began to dedicate resources to green waste recovery and believes there is tremendous opportunity for this business in central Missouri. The company intends to recover a variety of wastes including yard and tree trimmings, construction and demolition waste, scrap pallets and storm debris. The variety of waste used will enable the company to produce specialty products to meet varying needs of end users. Braik Brothers anticipates diverting 2,500 tons from the waste stream annually and creating two new full time positions with this project.



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# Missouri Market Development Program

## Business Assistance

### FY 2010 Projects (continued)

#### Sikeston – Sikeston Community Sheltered Workshop

*Sikeston Community Sheltered Workshop* (Sikeston) was awarded \$50,000 to purchase a grinder costing \$222,198 to produce mulch and animal bedding from wood waste available from surrounding businesses. This project originated in a partnership with Noranda Aluminum, Inc. to eliminate 1,900 tons annually of unusable wood pallets and packing crates. The purchase of the machine would also enable the workshop to provide an outlet for waste wood to other local businesses as an alternative to landfilling. Noranda has agreed to provide \$150,000 towards the purchase of the grinder and to help the sheltered workshop secure additional feedstock and locate additional end markets for the new products. The Sikeston Community Sheltered Workshop began operation in 1965 and currently employs 120 disabled workers and 15 staff members, primarily performing assembly work and pallet remanufacturing. Sikeston Community Sheltered Workshop anticipates diverting 1,450 tons of waste annually and creating one new full time employee position with this project.

#### Perryville – BFC Composting

*BFC Composting* (Perryville) was awarded \$50,000 to purchase a compost turner and Filtrex tube filler to expand its current operations. BFC has established a successful composting operation to manage waste resulting from its parent fur company. BFC has recently been awarded a subcontract to receive food waste from WalMart food centers throughout southeast Missouri, and is currently receiving 40 to 50 tons of this waste each week. BFC has also entered into an agreement to pick up twelve to fifteen tons of waste per week from a Unilever Corp. ice cream plant in Sikeston. This project is designed to allow BFC to effectively accept and compost this new waste stream. BFC Composting has well established end markets and has not been able to fully supply demand in the past. The product, which includes bone meal and blood from the fur business, is particularly sought after by growers selling in area farmer's markets. BFC Composting anticipates diverting 3,360 tons from the waste stream annually and creating two new full time employee positions with this project.

#### Moberly – Randolph County Sheltered Industries

*Randolph County Sheltered Industries* (Moberly) was awarded \$50,000 to purchase a grinder and conveyors costing \$75,000 to convert wood waste from dismantled pallets into wood mulch. RCSI was started in 1974 and current operations include recycling and pallet/crate construction. Up to 1,500 pounds of scrap material from pallet and crate construction is currently landfilled. With the addition of mulch production, RCSI will also be able to accept wood waste from other sources. RCSI anticipates diverting 180 tons from the waste stream annually and creating two new full time and six new part time employee positions with this project.



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# Missouri Market Development Program

## Business Assistance

### FY 2010 Projects (continued)

#### Triplett – Hampton Alternative Energy Products

*Hampton Alternative Energy Products, LLC* (Triplett) was awarded \$50,000 to purchase equipment to install an anaerobic manure digester at Hampton Feed Lot, Inc. in order to collect methane for electricity generation and to produce soil amendments from manure and waste byproducts generated at ethanol producing plants. Hampton Alternative Energy Products is a brand new company that has conducted a study and found that producing energy from manure at the feed lot should be feasible and has entered into an agreement to sell electricity generated by the project to Kansas City Power and Light. Hampton Feed Lot, Inc. operates a 5,000 head cattle feeding operation set in an economically disadvantaged area and is a substantial area employer. Hampton Alternative Energy Products, LLC projects that they will divert 21,462 tons from the waste stream annually and create two new full time employee positions with this project.





# Missouri Market Development Program

## Business Assistance

### Summary of FY 2010 Projects

Company	City	Material	Est Tons Diverted Annually	Est New Jobs	Award	Additional Investment	Est. Payroll Addition	Est. Cost Savings Annually
Enginuity, Inc.	Hartville	plastics	2,500	12	\$50,000	\$112,000	\$392,400	\$87,500
All Points Recycling, Inc.	Cassville	Styrofoam	234	2	\$45,500	\$65,515	\$65,400	\$8,190
Missouri Organics Recycling	Kansas City	organics	4,500	0	\$33,500	\$67,000	\$0	\$157,500
GT Management, LLC	Joplin	C&D	6,000	2	\$50,000	\$128,900	\$65,400	\$210,000
Rustique Enterprise, Inc.	O'Fallon	plastics	300	4	\$50,000	\$135,000	\$130,800	\$10,500
Braik Bros. Tree Care	Columbia	organics	2,500	2	\$50,000	\$400,000	\$65,400	\$210,000
Sikeston Comm. Sheltered Wkshp	Sikeston	wood	1,450	1	\$50,000	\$227,198	\$32,700	\$50,750
BFC Composting	Perryville	organics	3,360	2	\$50,000	\$146,000	\$65,400	\$117,600
Randolph Cnty Sheltered Ind.	Moberly	wood	180	2	\$50,000	\$75,000	\$65,400	\$6,300
Hampton Alternative Energy	Triplett	organics	21,462	2	\$50,000	\$3,000,000	\$65,400	\$751,170
<b>FY10 AWARDED TOTALS</b>			<b>42,486</b>	<b>29</b>	<b>\$479,000</b>	<b>\$4,356,613</b>	<b>\$882,900</b>	<b>\$1,487,010</b>

Payroll = \$32,700 per job based on 2000 RW Beck REI study estimates

Savings = \$35 per ton average landfill disposal fee



# Missouri Market Development Program

## Business Assistance

### Summary of FY 2010 Active Projects (previously awarded – still open)

In addition to the projects awarded in FY 2010, thirteen previously awarded projects were actively managed by the Program during the fiscal year.

Company	City	Material	Est. Tons Diverted Annually	Est. New Jobs	Award	Est. Additional Investment	Est. Payroll Addition	Est. Cost Savings Annually
Eharas Services & Solutions, Inc.	Liberty	wood	39,520	2	\$50,000	\$579,496	\$65,400	\$1,383,200
Central MO Poultry Producers	California	Sawdust and litter	400	2	\$23,332	\$41,560	\$65,400	\$14,000
Loganbill Enterprises, Inc.	Versailles	wood	2750	4	\$35,000	\$70,000	\$130,800	\$96,250
Hansen's Tree Service	O'Fallon	wood	5900	1	\$50,000	\$152,600	\$32,700	\$206,500
Eco Recycling, Inc.	St. Louis	concrete/asphalt	93,000	12	\$50,000	\$656,000	\$392,400	\$3,255,00
ACT	Columbia	plastics	200	3.5	\$50,000	\$93,300	\$114,450	\$7,000
Performance Roof Systems	Kansas City	roofing	675	1.5	\$50,000	\$150,000	\$49,050	\$23,625
Halphin Enterprises, Inc.	Blue Springs	yard waste	336	1	\$35,000	\$70,000	\$32,700	\$11,760
Thomason Bros, Inc.	Mansfield	food	11,700	9	\$50,000	\$375,000	\$294,300	\$409,500
Swift Construction Co.	Joplin	ABRS	75,000	1	\$50,000	\$105,000	\$32,700	\$2,625,000
Double G Brands, Inc.	Pacific	food	100	4	\$50,000	\$140,000	\$147,150	\$3,500
Asphalt Products, Inc.	Jefferson City	ABRS	10,000	1	\$50,000	\$125,000	\$32,700	\$350,000
Cedar Ridge Innovations, LLC	Stockton	carpet	672	5	\$50,000	\$68,000	\$186,000	\$23,520
Coon Mfg., Inc.	Spickard	HDPE	665	2	\$50,000	\$100,410	\$74,400	\$23,275
<b>FY10 ACTIVE TOTALS</b>			<b>240,918</b>	<b>49</b>	<b>\$643,332</b>	<b>\$2,726,366</b>	<b>\$1,650,150</b>	<b>\$8,432,130</b>



# Missouri Market Development Program

## Technical Assistance

### FY 2010 Projects

#### St. Louis – Arcobasso Foods, Inc.

*Arcobasso Foods, Inc.* (St. Louis) was awarded \$6,000 towards a \$12,000 project to identify alternatives to disposal of “fat cakes” that can be generated in the company’s production of restaurant recipe salad dressings and other projects. Arcobasso is currently installing equipment to remove fat from its waste water so that the water can be accepted by MSD and would like to find a market for the pressed fat cakes that can be created in this process. This project intends to help the company identify a market for the fat cakes and develop the press process.

#### Pomona – Caterpillar High Performance Hose Group

*Caterpillar High Performance Hose Group* (Pomona) was awarded \$3,400 towards a \$10,800 project to complete a feasibility study to evaluate the potential for recycling waste and scrap rubber materials generated in the manufacture of rubber hose products. There are limited options for recycling steel reinforced rubber products and car shredding companies that used to accept the material no longer do. This project intends to investigate emerging technologies for rubber recovery and evaluate whether there is a system that can be used by the company.

#### Willard – Advanced Concepts Technology LLC

*Advanced Concepts Technology LLC* (Willard) was awarded \$3,000 towards a \$10,000 project to conduct a feasibility study for a new highway center cable support post. The post is made from recycled scrap tire rubber and is believed to be strong, durable, and safer than the metal and wood posts presently used in highway median “wire and post” divider systems. The project would assess the company’s plan for using waste tires and assist with the development of a marketing plan.

#### Lake Saint Louis – Earthwise Engineered Wall Systems

*Earthwise Engineered Wall Systems* (Lake Saint Louis) was awarded \$6,000 towards a \$12,000 project to develop ways to locate and utilize recycled polypropylene and fly ash in the manufacture of it Insulated Concrete Forms (ICF). ICF is a method for creating exterior walls with expanded polystyrene forms and an interior tie system. The interior ribs (known as “ties”) are stacked together and filled with concrete, creating a highly efficient building. Earthwise is one of the most recognized providers of ICF systems, which is becoming increasingly popular due to its “green” benefits. This project will assist Earthwise in finalizing the formula to determine the best combination of waste and virgin polypropylene and percentage fly ash in its patent-pending tie design.



# Missouri Market Development Program

## Technical Assistance

### FY 2010 Projects (continued)

#### Kansas City – Johnson Controls

*Johnson Controls* (Kansas City) was awarded \$3,000 towards a \$9,800 project to identify markets or customers for waste Styrofoam generated in its automobile seat assembly operation. Johnson Controls produces about 5,980 pounds of Styrofoam waste each year and has found no alternatives to landfilling for the material. This project intends to assist the company in identifying potential markets and will review any processing or equipment needs necessary to recovering the scrap.

#### Union – Happy Apple Company

*Happy Apple Company* (Union) was awarded \$5,000 towards a \$10,000 project to explore alternatives to landfilling waste apple pomace generated in its cider production operation. Happy Apple Company has produced apple based products that are sold in grocery stores nationwide for more than 50 years. The cider product, made at the Missouri facility, generates approximately 200 tons of waste apple pomace solids that are currently land applied. This project intends to examine whether the material could be dried and used as an animal feed additive.

#### St. Louis – Firmenich, Inc.

*Firmenich, Inc.* (St. Louis) was awarded \$5,000 towards a \$10,000 project to determine alternatives to disposal for waste vanilla and coffee beans that are used to make the flavorings and fragrances that make up a majority of the over 1,500 SKUs in its St. Louis product mix. Firmenich, a family-owned company headquartered in Switzerland, estimates they currently landfill over fifty metric tons of the bean waste each year.

#### St. Louis – St. Louis Help

*St. Louis Help* (St. Louis) was awarded \$4,000 towards an \$8,000 project to assist the company in identifying ways to expand its current operation. St. Louis Help provides individuals with mobility problems access to free assistive technology medical equipment through a recycle and reuse program. The not-for-profit organization believes there are growing numbers of potential customers and this project will explore how the program can be expanded.

#### St. Peters - Freiezo

*Freiezo* (St. Peters) was awarded \$3,000 towards an \$8,000 project to conduct a technical investigation of possible recycled plastic materials that could be used to manufacture shrouded vertical axis wind turbines for electrical power generation. Freiezo is in the final development of the new product and believe each unit could use ten pounds of recovered plastic if a plastic blend is identified that can meet various requirements. This project would review plastics availability and suitability.



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# Missouri Market Development Program

## Technical Assistance

### FY 2010 Projects (continued)

#### Birch Tree – Hardwoods of Missouri

*Hardwoods of Missouri* (Birch Tree) was awarded \$5,000 towards a \$10,000 project to conduct a feasibility study of using domestic wood dust and chips to manufacture backers for a “100 year” laminate flooring currently being produced in China. The company currently sends wood flooring pieces to China where they are backed. The new owners of Hardwoods of Missouri believe the backing could be done in Missouri from waste wood generated in the state, allowing the company to add seventy new full time jobs to its production line.

#### Poplar Bluff – Ozark Foothills Regional Planning Commission

*Ozark Foothills Regional Planning Commission* (Poplar Bluff) was awarded \$5,000 towards a \$10,000 project to examine the viability of existing markets for materials collected at its recycling facility and to explore additional opportunities in material collection and marketing. The recycling facility is operated by the Ozark Foothills Regional Planning Commission through funds available to the RPC through the Missouri Solid Waste Management Fund. A recent area landfill closure has changed the distribution of this fund so that the OFRPC no longer receives enough funding to continue operation of the recycling facility.

#### St. Louis – Lambert-St. Louis International Airport

*Lambert – St. Louis International Airport* (St. Louis) was awarded \$9,000 towards a \$13,000 project to create a plan to identify food waste collection and recycling improvements. Lambert has been a strong supporter of waste minimization and recycling of waste materials at the airport but has been unable to arrive at a workable food waste collection and recycling program. In partnership with Solid Waste Management District L, this project intends to review operations, develop a plan of action, and implement a pilot project.

#### Kansas City – KTSI, Inc.

*KTSI, Inc.* (Kansas City) was awarded \$7,000 towards a \$10,000 project to research textile recycling operations for a cooperative of “cut and sew” manufacturers in Missouri. KTSI is interested in building a center at which textile manufacturing, innovation and recycling can occur. The company is interested in recovering textiles to be used in its existing product lines for the military and the automotive industry. This project intends to examine the feasibility of the proposed textile center and research cut and sew manufacturers in the state.



# Missouri Market Development Program

## Technical Assistance

### FY 2010 Projects Summary

Company	City	Added Revenue	Investment	Annual Cost Savings	Annual Waste Savings (tons)	Material	Jobs Created or Retained
Arcobasso Foods	St. Louis	0	\$68,000	\$25,000	60	Fat Cakes	1-2
Caterpillar High Performance	Pomona	0	\$75,000	\$50,000	300	Rubber Hose	3-4
Advanced Concepts Technology	Willard	TBD	TBD	TBD	TBD	Tires	TBD
Earthwise Engineered Wall Syst.	Lake Saint Louis	\$25,000	\$50,000	\$8,200	100	Polyethelene & Fly Ash	40 created
Johnson Controls	Kansas City	\$3,148	0	\$3,148	3	Polystyrene	0
Happy Apple Co.	Union	\$20,000	\$10,000	\$6,840	20,000	Food	1-2
Firmenich, Inc.	St. Louis	TBD	TBD	\$12,000	52 MT	Food	1
St. Louis Help	St. Louis	TBD	TBD	\$5,444	100	Medical Equipment	1-2
Hardwoods of Missouri	Birch Tree	\$1m	\$2.2m	TBD	50,000	Wood	100 created
Freiezo	St. Peters	\$20,000	\$3,000	\$6,000	30+	Plastics	5+
Ozark Foothills Reg. Comm.	Poplar Bluff	\$10,000	\$50,000	\$70,000	TBD	Mixed	4
KTSI	Lee's Summit	TBD	TBD	TBD	TBD	Textile	10-20
Lambert Airport	St. Louis	TBD	TBD	TBD	TBD	Food	TBD



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# Missouri Market Development Program

## Informational Services

### Working Towards Solutions

Information sharing is an important aspect of the Missouri Market Development's efforts to help build Missouri's recycling infrastructure. The Missouri Market Development Program provides resources and informational services to businesses, governments, and other organizations to increase manufacturing, marketing, or purchasing of recycled content products.

During the fiscal year, staff advised businesses on market conditions, locating recovered material feedstocks, determining markets, developing products, and creating business presentations. Staff also responded to requests for information on marketing, planning assistance, and markets for recyclables from governments and not-for-profit organizations.

The Program publishes and distributes a *Missouri Recycled Products Directory* listing Missouri manufacturers and distributors of recycled content products. The Missouri Market Development Program assisted businesses, governments, organizations and individuals in locating specific recycled content products.

Missouri Market Development Program staff promoted Missouri's recycling industry and the "buy recycled" message in speaking engagements and workshops and participated in state, regional and national recycling issue conferences and meetings.

Staff develop and publish information for a Missouri Market Development Program website and continue to gather and refine information for future web publication. The website enables businesses to download the Missouri Market Development Program Application for Financial Assistance and access other program publications and information.

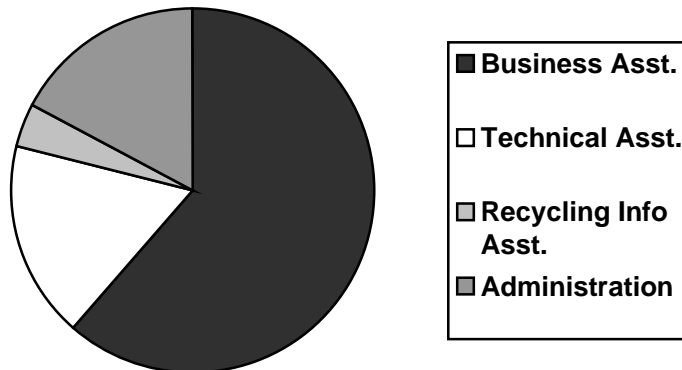
During the fiscal year, Missouri Market Development Program staff supported and participated in state, region and nation-wide organizations and activities to gain and share knowledge and to develop professional relationships in the areas of recycling, economic development, solid waste, and related environmental or business areas. Active involvement in these initiatives enables Missouri Market Development staff to approach problem solving from many perspectives and better facilitate growth of Missouri's recycling businesses.



# Missouri Market Development Program

## Funding

### Fiscal Year 2010 Expenditures



#### Business Assistance

Provides: Direct financial assistance to businesses, one-on-one marketing assistance, administration of financial assistance, monitoring for 24 agreements.

Support	\$ 38,946
Financial Assistance provided to companies	\$475,680
<b>Subtotal</b>	<b>\$514,626</b>

#### Technical Assistance

Provides: Direct assistance to businesses and specific technical assistance projects

Support	\$ 83,239
Technical Assistance projects	\$ 64,400
<b>Subtotal</b>	<b>\$147,639</b>

#### Recycling Information Assistance

Provides: Recycling information services to businesses, governments, and individuals, recycled products directory.

Support	\$32,638
<b>Subtotal</b>	<b>\$32,638</b>

#### Administration

Personnel	\$ 93,532
Operating Expenses	\$ 51,178
<b>Subtotal</b>	<b>\$144,710</b>





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# Missouri Market Development Program

## Outlook

### Focusing on Opportunity

#### Environment

The environmental impetus for recycling is increasingly timely. Recycling reduces pollution, conserves natural resources, saves energy, reduces greenhouse gas emissions and lessens reliance on landfills for disposal. The environmental benefits of recycling are well established.

#### Economy

The *U.S. Recycling Economic Information (REI) Study* confirms that recycling also has a significant economic bottom line. Recycling market development is a win-win endeavor, providing business opportunity for Missouri entrepreneurs, creating jobs and helping to protect the environment all at the same time.

#### Challenges

While recycling is strong in Missouri and in the nation, the recycling industry still faces many challenges. Recycling market prices rise and fall in response to many factors that are difficult to manage on a local level. Low cost manufacturing materials imported into the U.S., global economic downturns and inexpensive disposal rates can all impact the cost of recycling markets. Many recycling businesses still face significant hurdles when trying to secure financing from the investment community. Many resources are still being thrown away instead of recovered for recycling, and recycled content products continue to struggle for prominence in marketplaces.

#### Opportunities

Recycling, however, is a growth industry with many business opportunities. During the past decade, local, state and national programs have worked together to reduce waste and increase recycling. Many Missouri citizens have already made recycling a part of daily life; Missouri is currently diverting forty-five percent of waste from our landfills. As this scale of recovery grows, the cost competitiveness of recycled materials as a substitute for virgin materials will improve. Recycling market development provides a myriad of opportunities for creating and retaining jobs, for encouraging new enterprise and for increasing the competitiveness of existing enterprise.

#### Missouri Market Development Program

The Missouri Market Development Program continues to draw on the expertise of business owners and operators, government officials, and others knowledgeable and active in recycling market development. Since recycling does not really occur until collected materials are returned to the economic mainstream in the form of products people purchase and use, the Missouri Market Development Program will continue to work to ensure that materials collected are used by manufacturers as feedstocks for products. By converting waste into valuable raw materials, recycling creates jobs, builds more competitive manufacturing industries and adds value to Missouri's economy.



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